

efcom

General Overview

Who we are

→ **efcom** is a leading provider of factoring software. We consistently focus on our customers' needs: accuracy, transparency, speed, adaptability and safety play central roles in our applications.

Figures and Facts

42

customers

11

countries

130

bin EUR
factoring volume

15,000

factoring clients

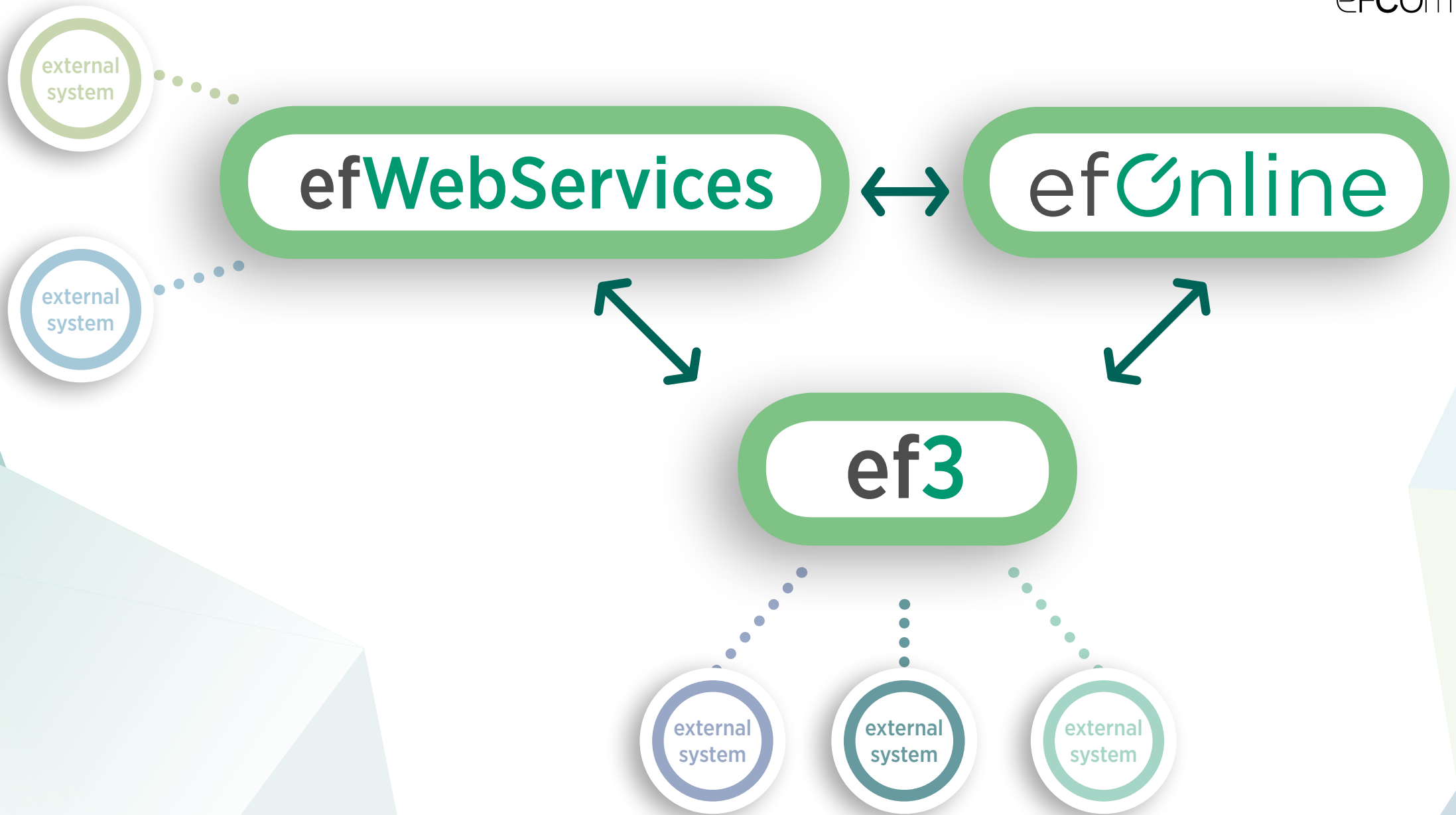
100

M invoices



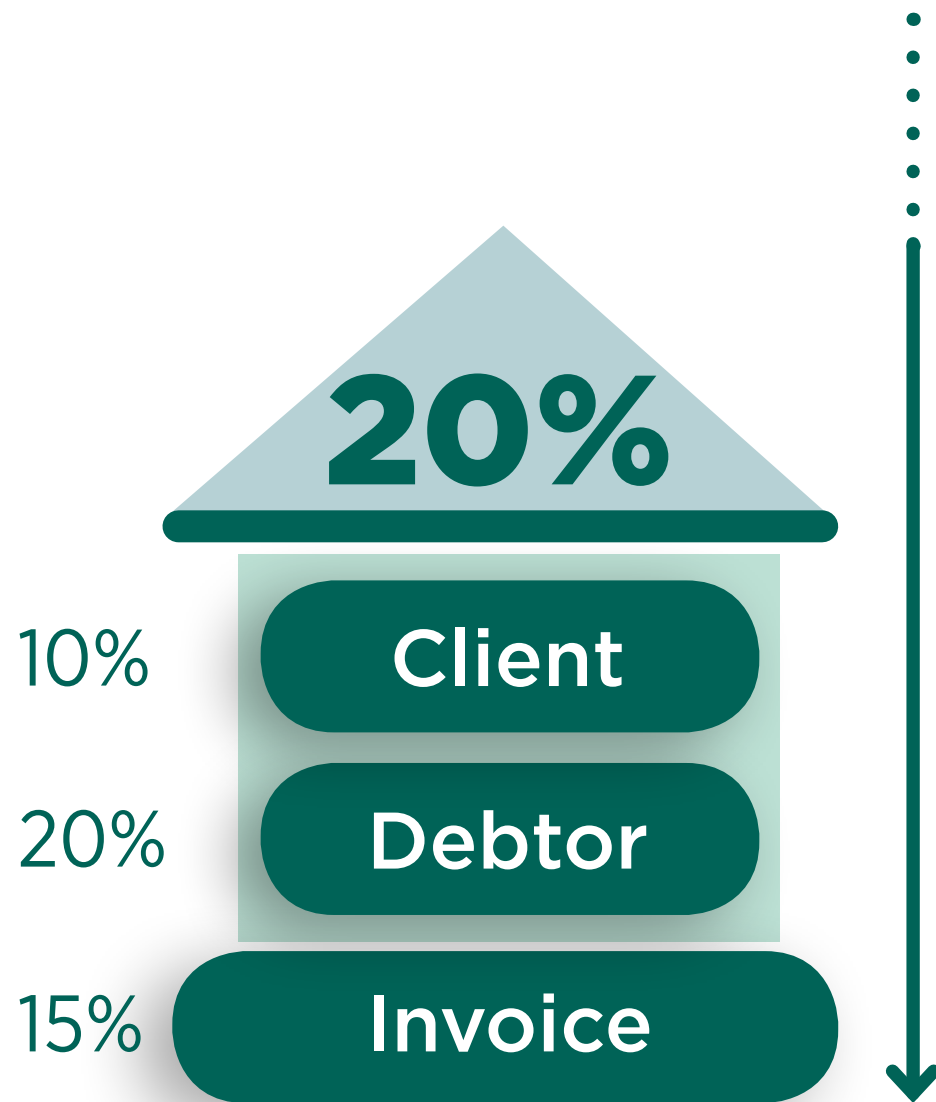
Our system has three parts: **ef3** (backend), **efOnline** (Webportal - Frontend) and **efWebservices**.

- ef3 makes all postings and calculations
- efOnline is customer-facing
- Webservices ensure real-time capability



→ Our factoring software ef3 helps you to reduce your manual tasks to the most important ones and provides you with a **management overview** to make the best business decisions.

- Reducing **manual tasks** means reducing redundancy.
- In ef3 you define central business rules once and they will be valid for all your clients, debtors and invoices.
- You are only handling the exceptions manually.



Your blocked percentage could be 20%. This would be valid for all clients, debtors and invoices. You are then able to make exceptions on every level.

→ Reducing risk by providing a transparent **management overview** is of the essence for making strategic decisions. ef3 combines the power of big data with a smart filter - the risk module.

Big Data



- Benford model
 - Payment history and deviations
 - Your risk parameters
 - and more...
- Follow ups for potentially risky events

- Your employees can focus on the most important tasks at hand - preventing fraud before it occurs.
- You get a transparent overview about potential risk, helping you make the best business decision.

Additional **ef3** features



- Automated risk overview and monitoring
- Address validation & duplicate check for debtors and identification of pseudo-data
- Reminding / Dunning
- Automatic import of debtors and invoices
- All transactions are posted in a sub-ledger

Additional **ef3** features

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- Authorisation concepts and competences up to client level
- Event- and workflow management
- Electronic banking
- Online factoring (Online data transfer between factor and client)
- Flexible interest and charges models including invoice generation

Additional **ef3** features

- • Batch processing
- Control debtor – grouping debtors of the same legal entity
- Availability- and limit overview on different levels
- Multiple standard reports and statistics
- Principle of dual control

Covering all important types of factoring

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- Confirming/ Reverse Factoring
 - Invoice Finance/ Discounting
 - Asset Based Lending
 - Inhouse Factoring
 - Maturity Factoring



Covering all types of handling



- Domestic
- Export/ Import
- Revolving/ One-time
- Full Service
- Recourse/ Non-recourse
- Confidential

And the most important thing...

→ You can define and handle your own products and are not bound by any predefined rules of the software.

ef3 is a tool that offers you the flexibility to react quickly to market demands.

And **efcom** is not only about IT...

- Since its foundation in 2000, we have grown to a technological leader in the field of factoring software. We are market leader in DACH countries, with installations in 11 different countries. Our factoring experts will support you with your factoring concept, ranging from problem analysis through implementation and training of your employees.

Our clients include...





We bring
dynamism
to your
business.

Customised factoring software.
For clients around the globe.

eFCOM 
The Standard of Factoring Software

Success through commitment and attention to detail.

We provide premium factoring software, so the concept of “we’ll get it to work somehow” is unknown to us. We always implement our projects with maximum precision and expertise, because we know exactly what matters to the industry: quality and reliability. This is one of the key reasons why 40 companies from 11 countries chose us. No other company pays as much attention to detail nor bundles as much capacity to innovate. Welcome to the world of eFCOM.



Arnulf Romann
CEO

6 reasons to choose eFCOM software.

1 Stellar transparency

Efficient controlling relies on dependable data and details. Our applications capture information at individual item level, so you can enjoy targeted reporting.

2 Top performance

No matter how much data you need to capture nor how much processing time you schedule, one thing is certain: the performance of our factoring solutions is considered industry-leading.

3 Super smart

We work tirelessly to turn complex requirements into smart applications. The result: our solutions are extremely user-friendly and come with customizable default settings.

4 Future-ready by design

Our clients operate in highly regulated markets such as Germany and Austria. With us they have a market and technology leader on their side whose solutions deliver all the functions they need.

5 Maximum scalability

Whether you support big-name corporations or SMEs, our software is highly scalable so you will always work with a bespoke solution that truly fits your needs.

6 Reliable migration performance

Our software integrates seamlessly into your existing IT architecture. It does so quite simply because our aspiration and ingenious methodologies leave no room for delays or failures.



ef3: going the extra length.

ef3 is based on almost two decades of hands-on factoring experience. So it's no wonder then that we set the market standard – both nationally and internationally. For us, 'standard' means always thinking ahead and keeping our software cutting-edge through regular updates. And to offer you the flexibility to find a solution that meets your needs, ef3 is available as a basic or premium version.

Why ef3 excels:

- Fast, flexible and parameterizable
- Integrated subledger accounting
- Freely definable charts of accounts
- Full process transparency
- Maximum automation
- IDW PS 880 certified
- Robust audit trail thanks to traceability right down to individual item level
- Modular feature enhancements

You can replicate these factoring types with ef3:

- Full-service factoring
- Revolving factoring
- Domestic factoring
- Export and import factoring
- Recourse and non-recourse factoring
- Reverse factoring and supply chain finance
- Invoice finance and discounting
- In-house factoring
- Maturity factoring
- Asset-based lending
- the list goes on ...



efOnline: one platform, countless options.

efOnline is our web-based application for efficient communication between the factor and client. It enables you to minimise effort while maximising customer involvement. efOnline is based on the state-of-the-art development environment Node.js. This gives us maximum flexibility to programme new functions and innovative upgrades for your benefit.



Free yourself up

On demand, customised, flexible – in an ideal world this is what data exchange should look like between the factor and the client. efOnline provides you with a web-based tool that fulfils all these aspects. Stop your precious resources being tied down dealing with often lengthy customer telephone or email enquiries, and free yourself up by involving your customers directly in the factoring process.



Inform

Users get to enjoy a wealth of additional information, which they can access 24x7 even when on the move. A dashboard provides them with real-time insights into selected performance indicators, giving them the right information at the right time – a real win-win for everyone.



Interact

efOnline provides a user experience that can be critical to success, especially in the factoring business. Your customers are no longer just observers, but become co-pilots with the ability to control key processes themselves. Among the options available to them, they can apply directly for their limit to be raised or choose which invoices are to be financed in each individual case.

Always a good idea: working together in a structured way.



1. Consulting

We start by analysing the current situation in your business. Your individual needs are clarified in dedicated workshops and the objective defined together.

2. Training

We train key users at the start of the project, followed by all end users after the development phase. Key users receive training on a range of overarching topics, while end users receive targeted training depending on their role and daily activities.

3. Development

This is where our development team steps in. It carefully implements the set requirements. The team also provides interim releases for your acceptance – providing the flexibility to account for any changes you may like to make.

4. Installation

Now it's time for installation at your location. We first establish if the customisations meet your requirements fully. Our experts will assist you with this, as only they can.

5. Acceptance

Our testing and acceptance phase commences once everything is installed successfully. Here too, you can rely 100% on our employees' long-standing project know-how.

6. Migration

Which data is to be migrated? We agree on this in advance together. There then follow at least two test migrations, each of which you accept individually. In this phase, the old and new systems run in parallel. If all tests are completed successfully, full migration takes place.

7. Go-Live

Once all your data has been migrated, it's time for your new system to finally go live. If you like, we'll be happy to support you on site. That's it – say hello to your new solution! But what happens now? We're still here to provide help and advice as and when you need it – hopefully as part of a long-term business relationship.

It should be clear right from the outset what you can expect from our factoring software. We deliver on this through our commitment to handle your project with absolute professionalism. After all, maximum transparency and a structured approach count as critical success factors. In addition to this come commitment and know-how – but you get that from us anyway.

Success stories throughout Europe.

We are enabling clients in 11 countries to replicate their factoring business in their IT architecture. And we're doing so with great success: currently, ef3 is processing a factoring volume of just shy of 130 billion euros.

Clients that put their trust in our expertise.

 **AKTIVBANK AG**

Allianz 

 **BNP PARIBAS**

 **Close Brothers**
Factoring

Deutsche Factoring
Bank 

 **GOFACTORING**

LUX  Kapitalmarkt
Management AG

 **Postbank**

 **Raiffeisen**
BANK

 **SBERBANK**

TEBA 

 **UniCredit**

So what are you waiting for? Get in touch!

Whether you want to launch new factoring products, increase your efficiency or make changes in the area of compliance, we'll be happy to provide you with specific advice and a customised solution.

Your point of contact
for further information:

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THANK YOU